



## JOB POSTING FORM

Company Name: Durex Industries  
Contact Person: Erik Dye Title: Safety & Compliance Manager  
Company Address: 190 Detroit Street, Cary IL 60013  
Phone Number: 847 462-2602 Email Address: edye@durexindustries.com  
Job Title: Business Development Manager

### Job Description:

**Objective:** Growth of sales revenue through generation of new product sales opportunities to strategic market participants in assigned focus product groups.

**Job Summary:** Manage and direct the growth of product specific sales through the identification and pursuit of target accounts within desirable parameters. Be recognized as the technical sales liaison that will shepherd opportunities from concept to production. Lead product group sales efforts through a cohesive team mentality of customer acquisition.

### Job Duties:

- Lead product sales efforts on a national and international basis primarily from an inside position. Travel as necessary in support of this effort.
- Manage strategic account opportunities to maximize penetration.
- Lead the development and implementation of the business plan for strategic customer acquisition, leading to annual revenue growth and vibrant opportunities.
- Manage the contact and fulfillment process leading to closed sales from assigned leads generated by marketing activities.
- Generate new opportunities for product offerings from market intelligence and customer demand.

### Success Metrics:

- Development of a cohesive sales strategies tailored to meet specific customer opportunities.
- Assuming co-ownership of the sales goals as determined by the three year plan.
- Weekly, monthly, and quarterly reporting properly submitted complete.
- High commendations from product group manager(s) of assigned product lines.
- High commendations of sales channel partners.

Is a High School Diploma or GED **required**? Yes ☒ No ☐

Are Bi-Lingual skills helpful? Yes ☐ No ☐ If yes, what Language? \_\_\_\_\_

### Experience and Skills Required:

- Technical acumen with a desire to understand how products are manufactured and used as OEM components.
- Must be comfortable with technical sales discussions and capable of perceiving customer application issues.
- 3-5 years selling components to original equipment manufacturers. Thermal components a major plus.
- Highly organized and capable of managing many opportunities in various stages of the sales funnel.
- 4 year technical degree preferred, but will consider equivalent industry

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Hours and Days: Monday-Friday 8am-5pm Full/Part time: Full time

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**DATE POSTED:**\_\_\_\_\_